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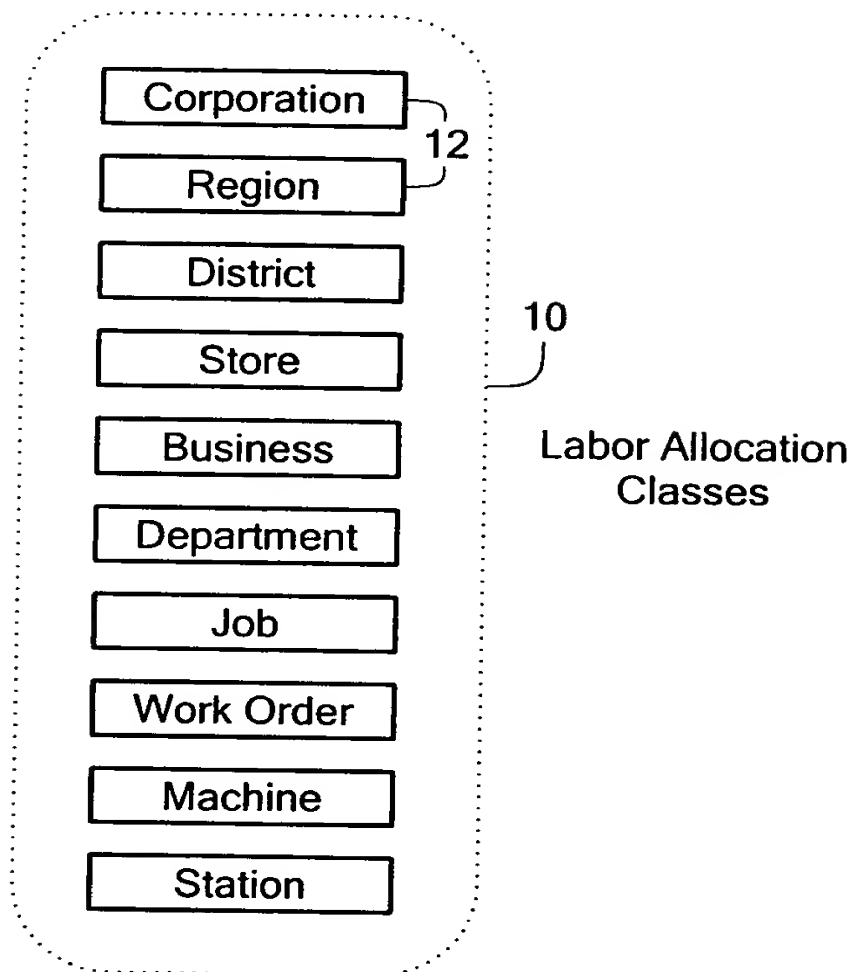


FIG. 1

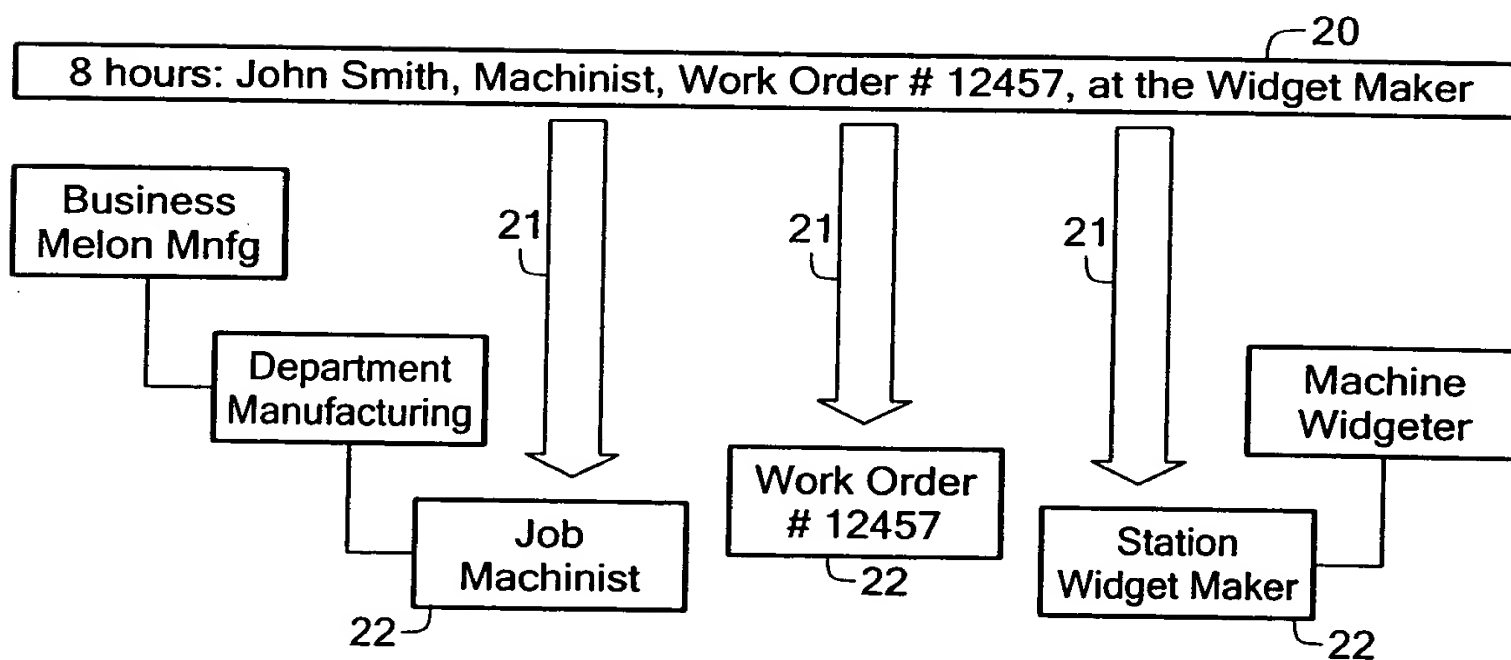


FIG. 2

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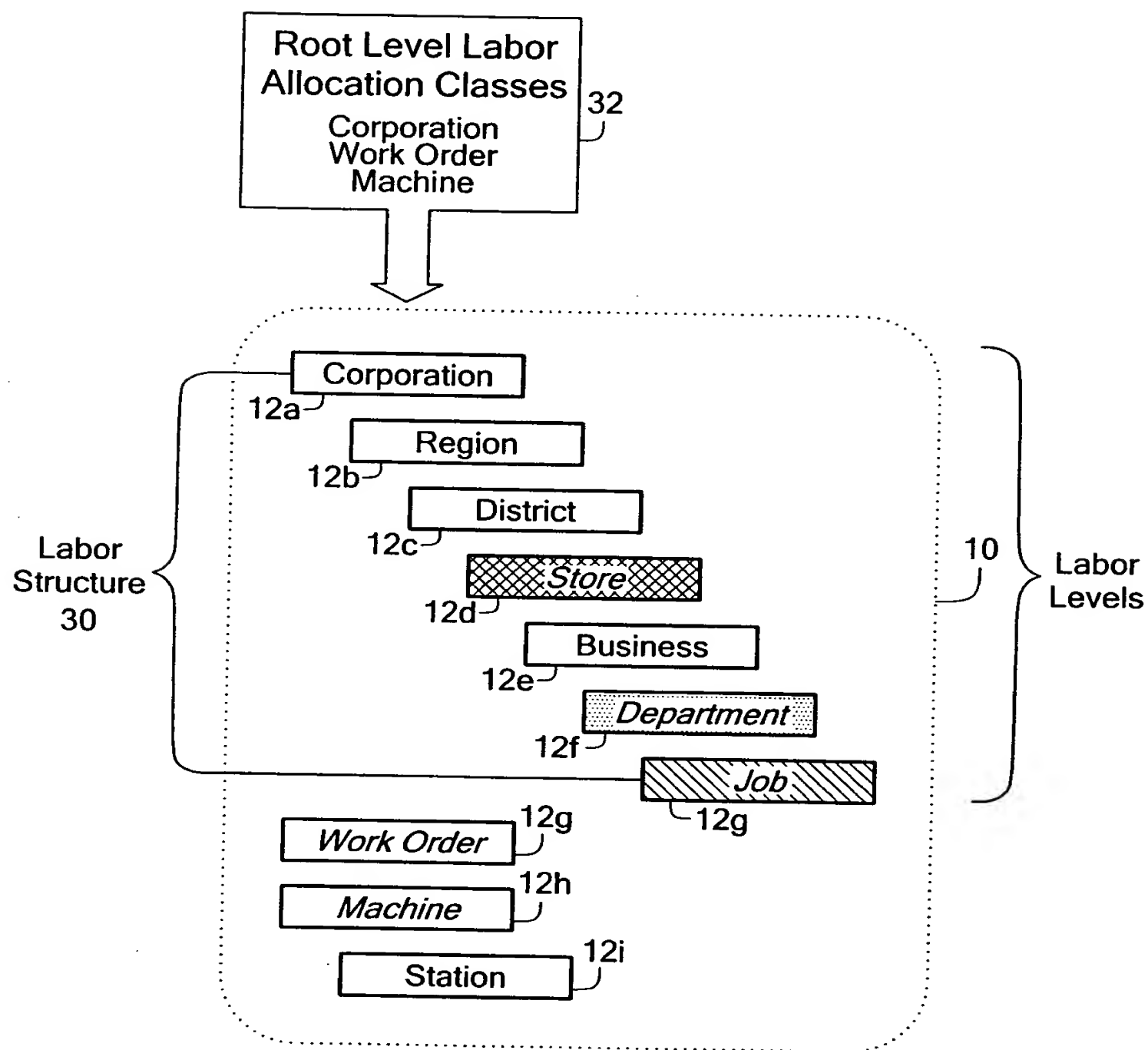


FIG. 3

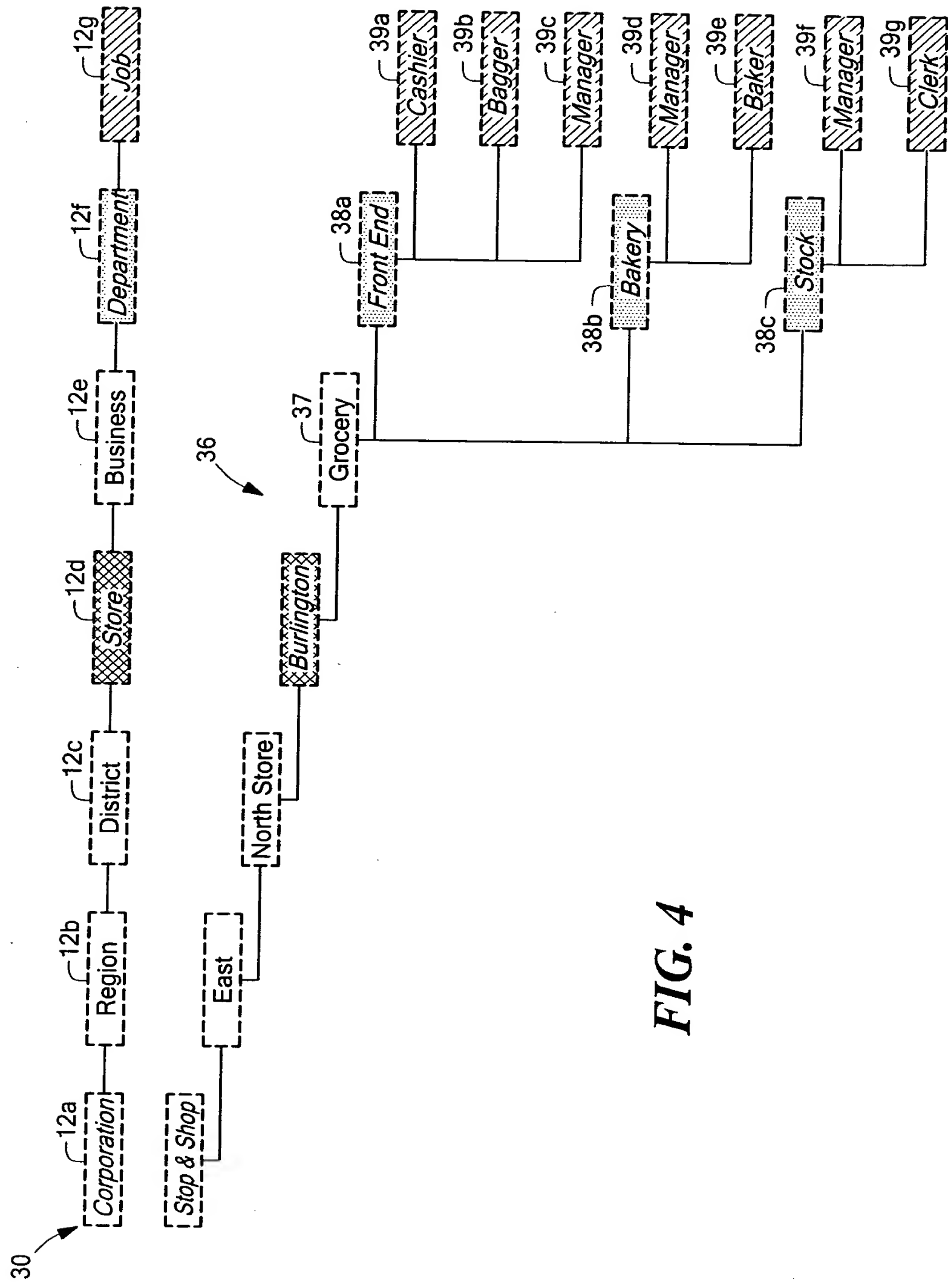


FIG. 4

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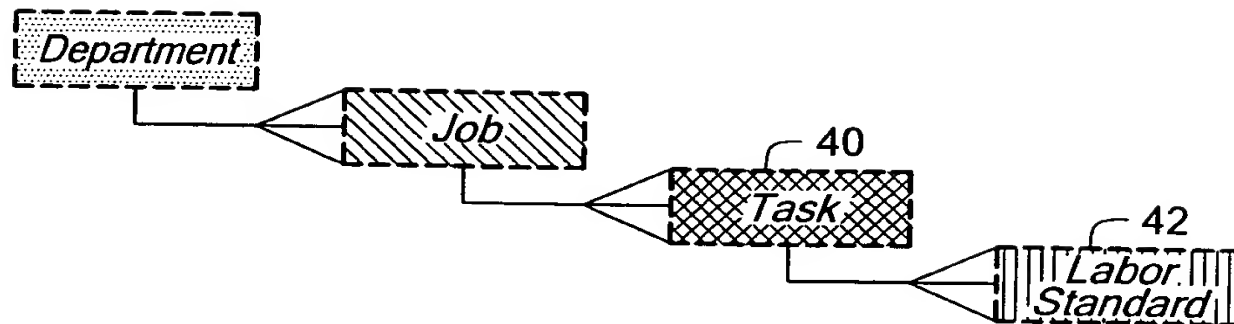


FIG. 5

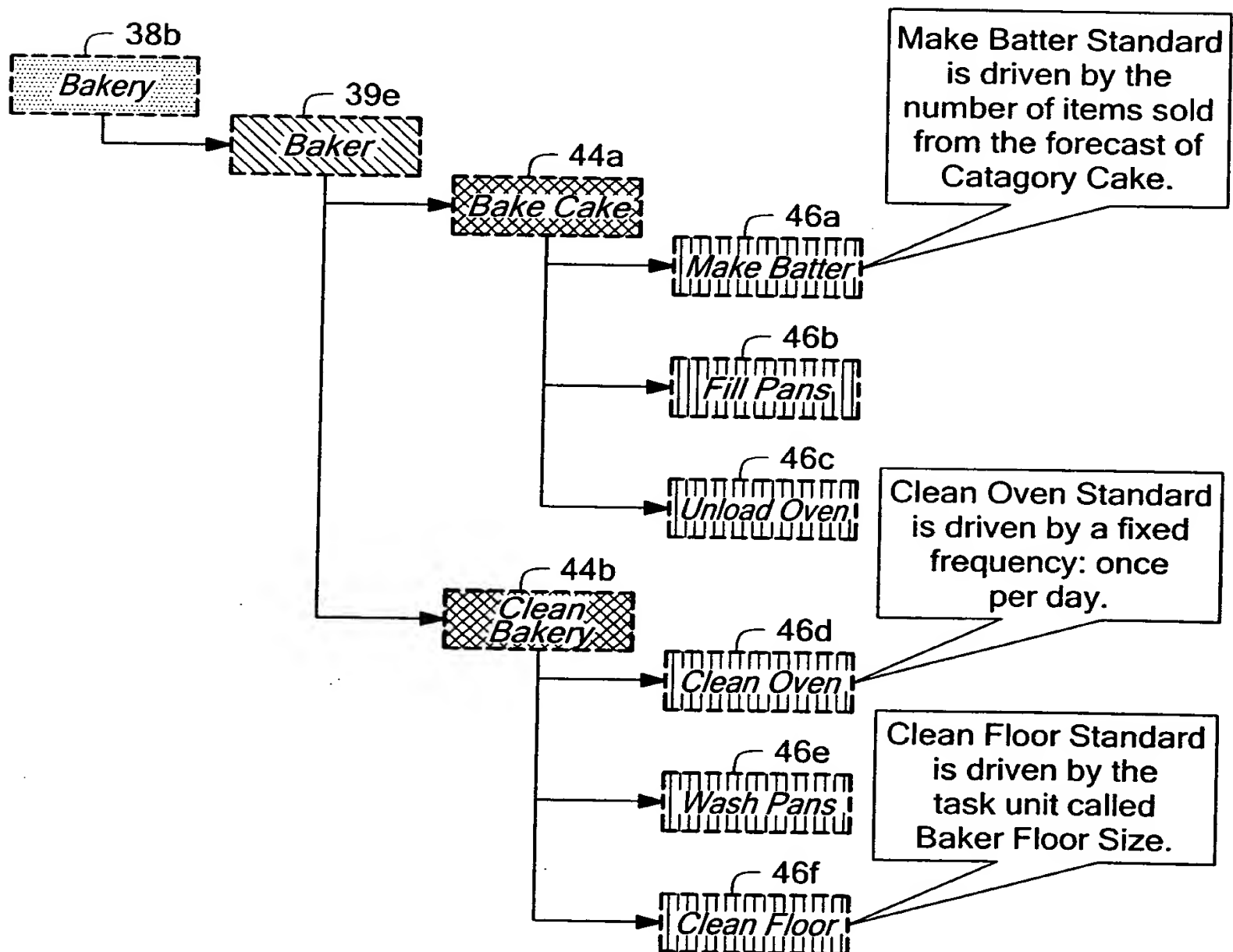


FIG. 6

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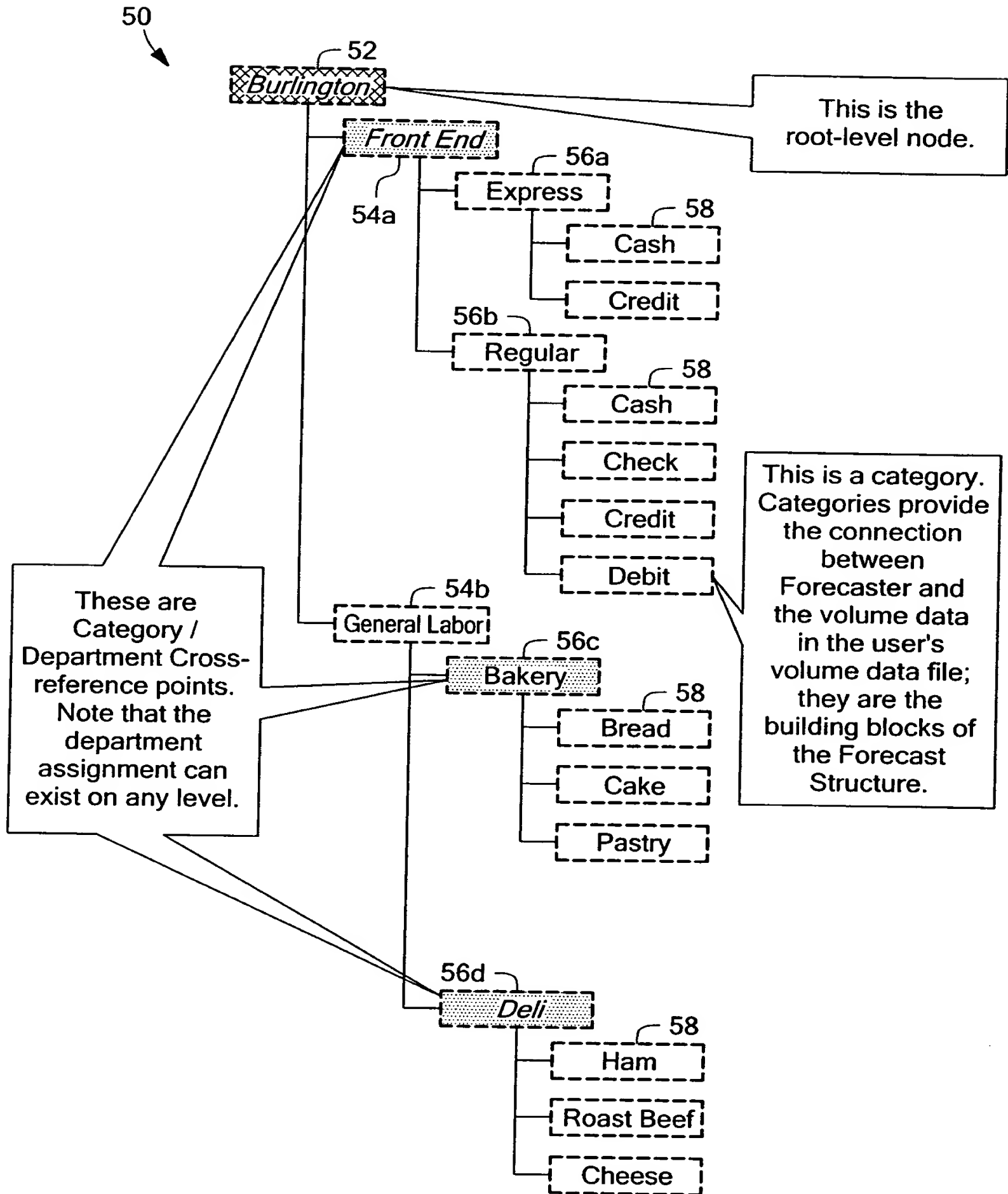


FIG. 7

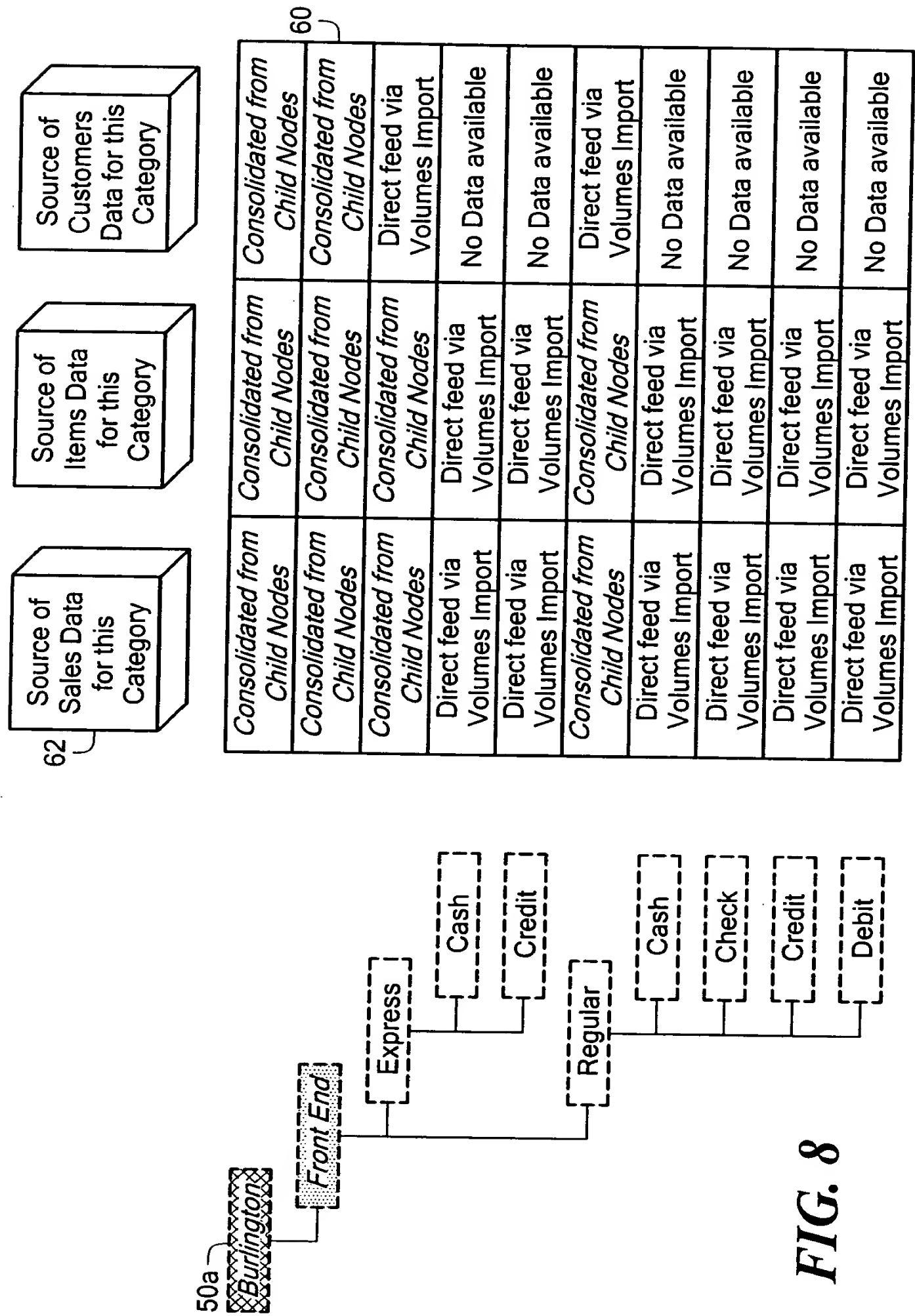


FIG. 8

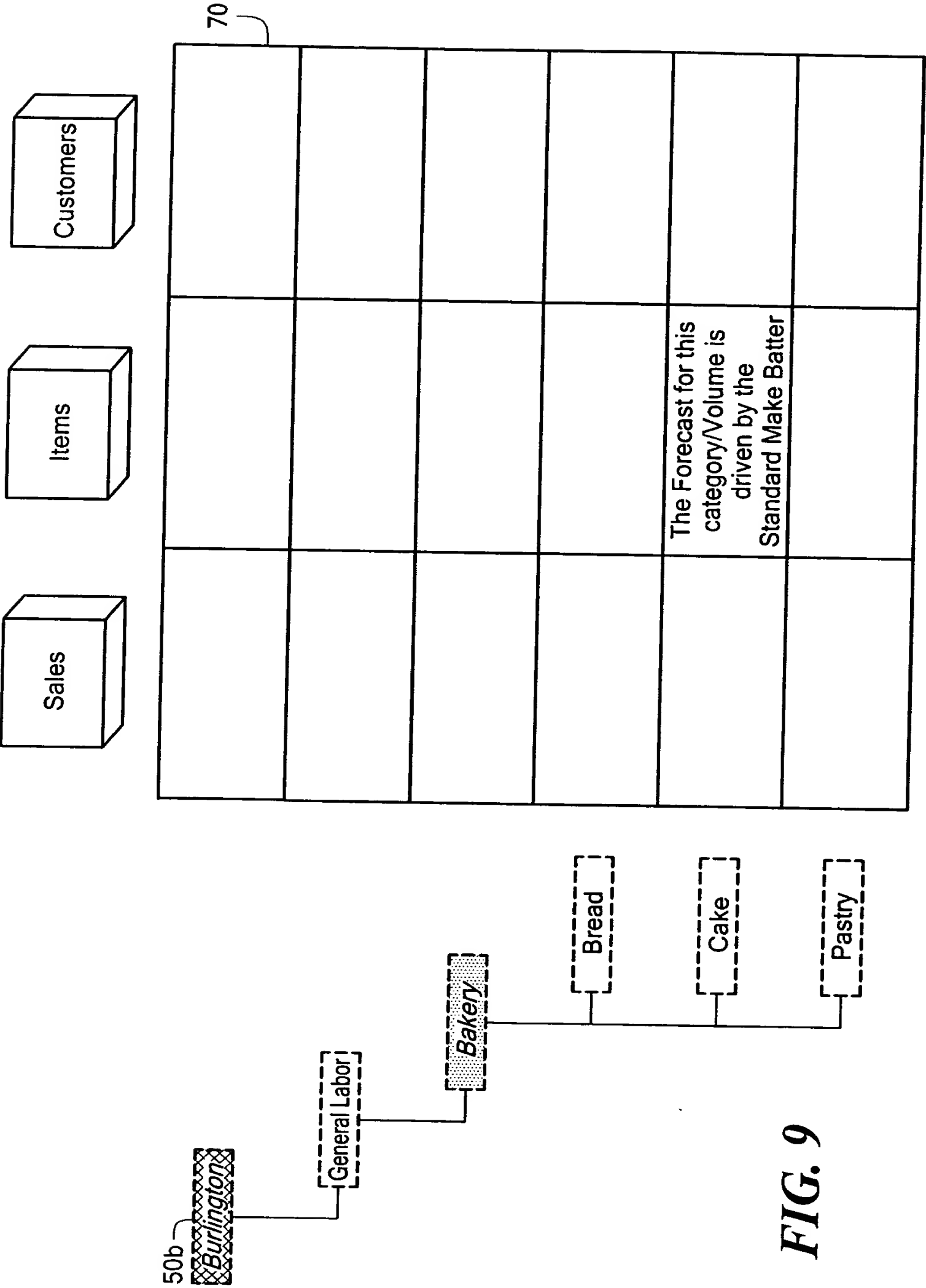


FIG. 9

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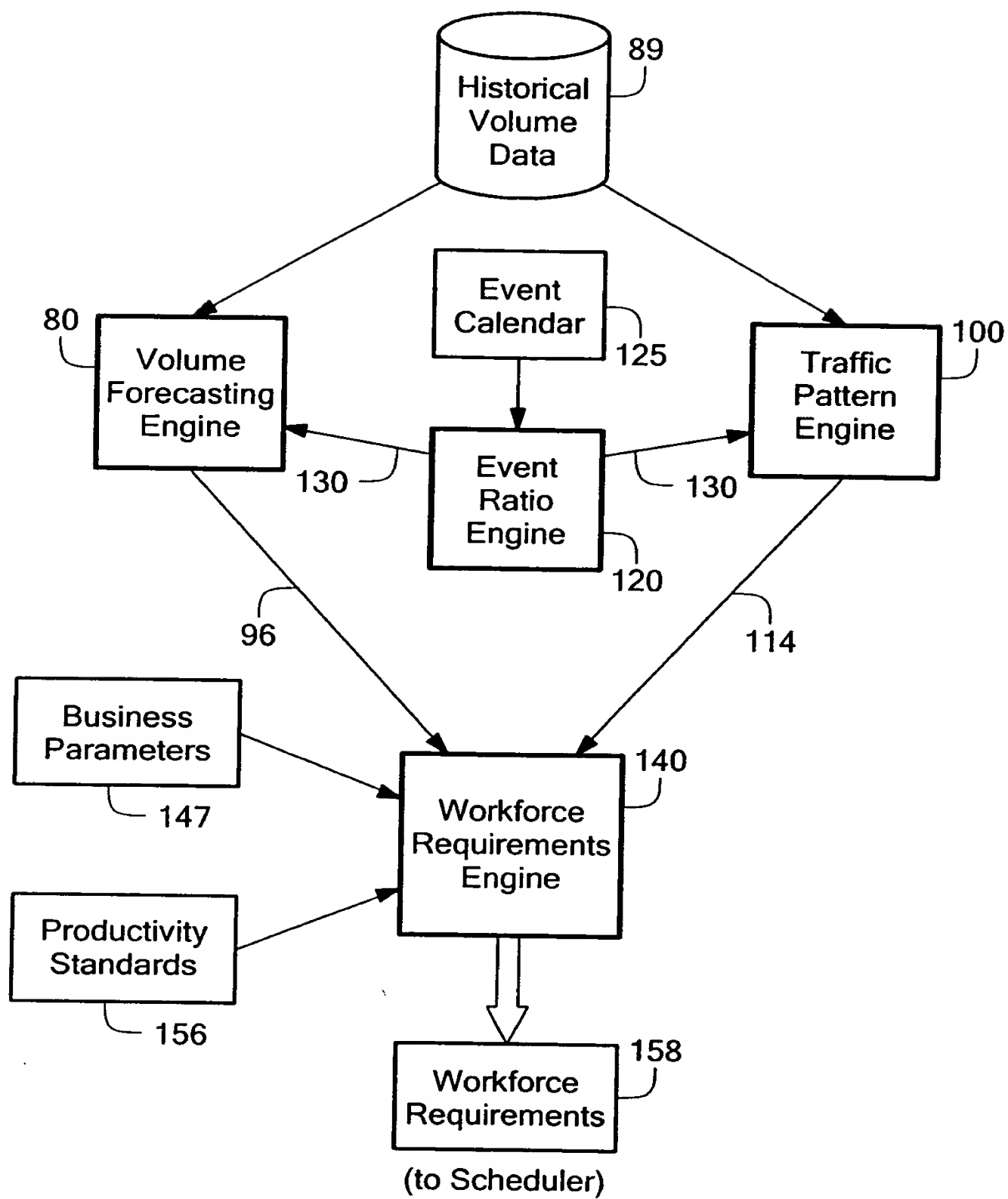


FIG. 10

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People-Planner Toolbox - [Forecaster]

File Tabs Forecast View Reports Help

Forecast Date: 11/17/97 170

Root 172

Front End

Register

Cash

Credit

Store

Food

Bakery

Bread

Cakes

Pastry

Dairy

Cheese

Ice Cream

Milk

Yogurt

Deli

Gyros

Hoagies

Pita

Sandwiches

Subs

Forecast All

Forecast Volume

Forecast Labor

Reset All

Edit Workforce

Edit User Defined

Apply Edits Now

Ready

Summary Traffic Pattern Event History Sales History 174

Volume Forecast

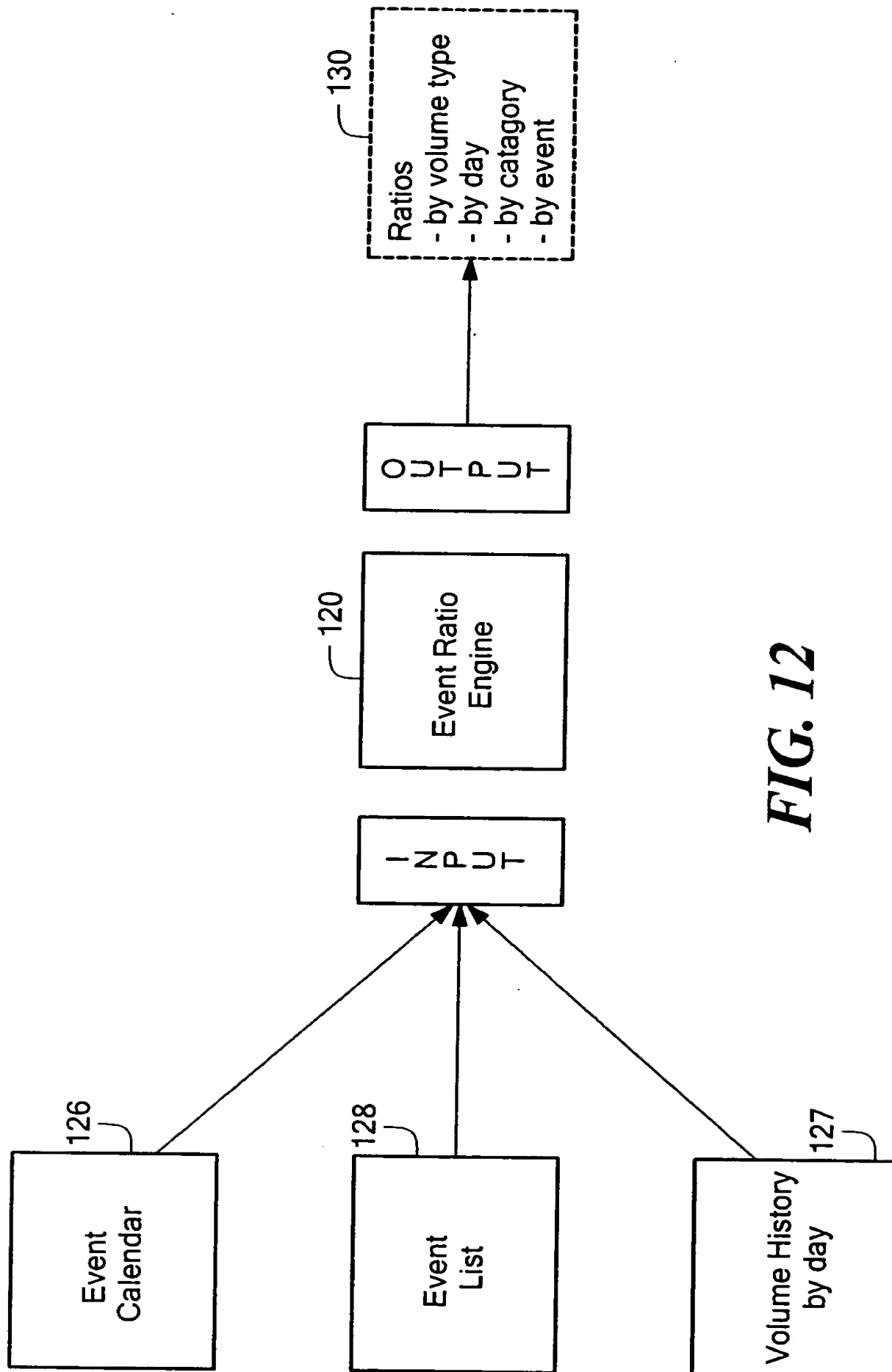
	SALES	ITEMS	CUSTOMERS	WEIGHTS
Mon 11/17	3,874,194.66	1,396,011.11	526,118.02	
Tue 11/18	5,002,368.51	1,804,556.72	683,004.02	176
Wed 11/19	5,110,994.04	1,842,385.24	695,343.94	
Thu 11/20	4,037,711.47	1,452,588.13	544,672.02	
Fri 11/21	5,521,407.30	1,993,275.16	756,386.12	
Sat 11/22	3,228,623.38	1,163,309.37	438,498.91	
Sun 11/23	2,582,883.63	930,658.16	350,744.37	
Total	29,358,182.00	10,582,883.89	3,994,767.46	

Labor Forecast All Departments 178

	FrontEnd:Bagger	FrontEnd:Cashier	Bakery:Baker	Bakery:C
Mon 11/17	54.00	0.00	5,913.25	0.00
Tue 11/18	44.75	0.00	7,883.50	0.00
Wed 11/19	64.00	0.00	7,883.75	0.00
Thu 11/20	80.75	0.00	5,912.75	0.00
Fri 11/21	33.75	0.00	8,870.00	0.00
Sat 11/22	45.75	0.00	4,927.75	0.00
Sun 11/23	34.75	0.00	3,942.50	0.00
Total	357.75	0.00	45,333.50	0.00

FIG. 11

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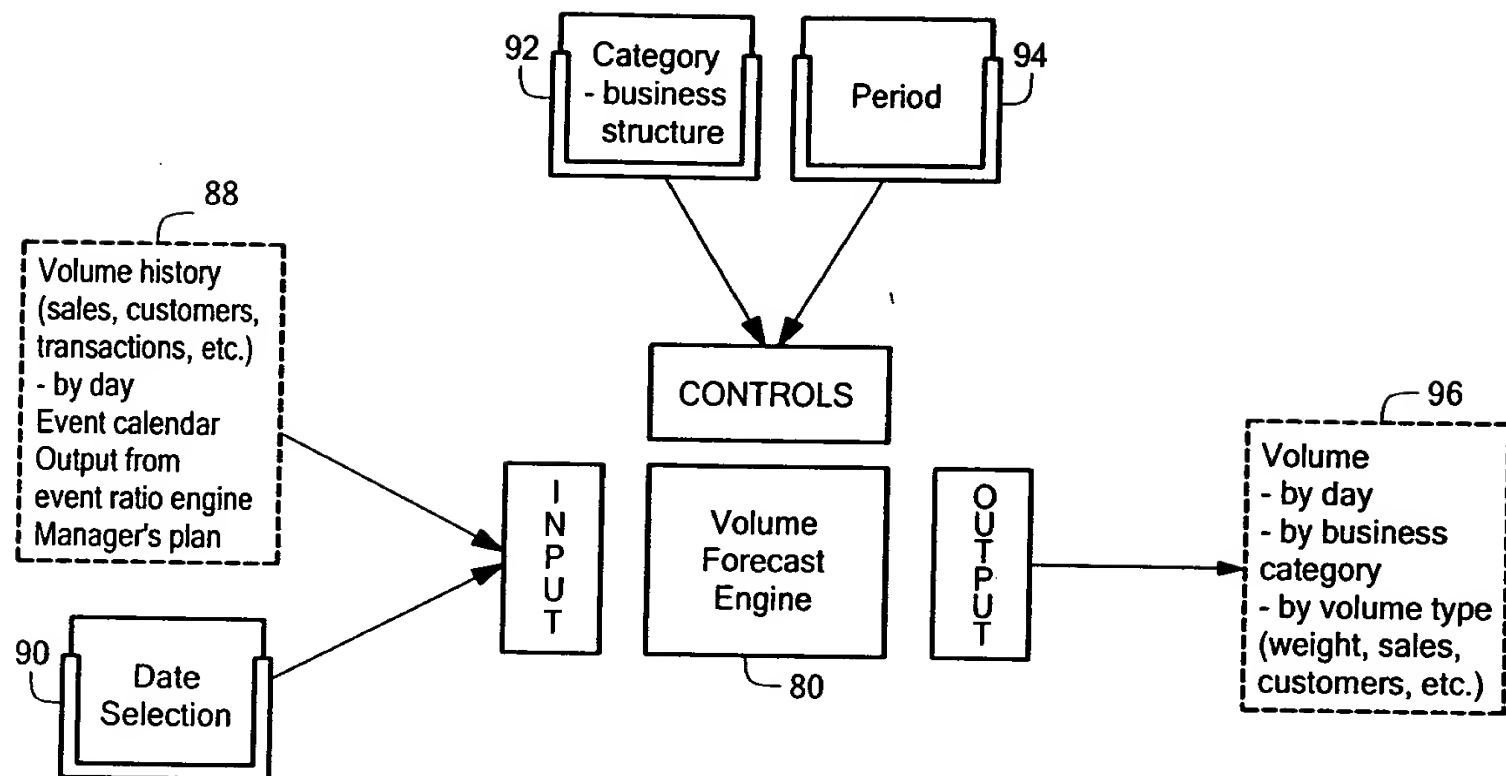


FIG. 13

Forecast Event Ratio					180
	SALES	ITEMS	CUSTOMERS	WEIGHTS	
Mon 11/24	1.00	1.00	1.00	1.00	
Tue 11/25	1.00	1.00	1.00	1.00	
Wed 11/26	1.00	1.00	1.00	1.00	
Thu 11/27	1.20	1.10	1.05	1.22	
Fri 11/28	1.00	1.00	1.00	1.00	
Sat 11/29	1.00	1.00	1.00	1.00	
Sun 11/30	1.00	1.00	1.00	1.00	

FIG. 14

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Volume Ratio: CUSTOMERS

	SALES	ITEMS/COSTS	CUSTOMERS	WEIGHTS/CUSTS
Mon 11/17	7.36	2.65	1.00	0.41
Tue 11/18	7.32	2.64	1.00	0.51
Wed 11/19	7.35	2.65	1.00	0.43
Thu 11/20	7.41	2.67	1.00	0.29
Fri 11/21	7.30	2.64	1.00	0.51
Sat 11/22	7.36	2.65	1.00	0.91
Sun 11/23	7.36	2.65	1.00	0.83
Average	7.35	2.65	1.00	0.55

FIG. 15

Daily Ratio

	SALES	ITEMS	CUSTOMERS	WEIGHTS
Mon 11/17	0.13	0.13	0.13	0.10
Tue 11/18	0.17	0.17	0.17	0.16
Wed 11/19	0.17	0.17	0.17	0.14
Thu 11/20	0.14	0.14	0.14	0.08
Fri 11/21	0.19	0.19	0.19	0.19
Sat 11/22	0.11	0.11	0.11	0.19
Sun 11/23	0.09	0.09	0.09	0.14
Total	1.00	1.00	1.00	1.00

FIG. 16

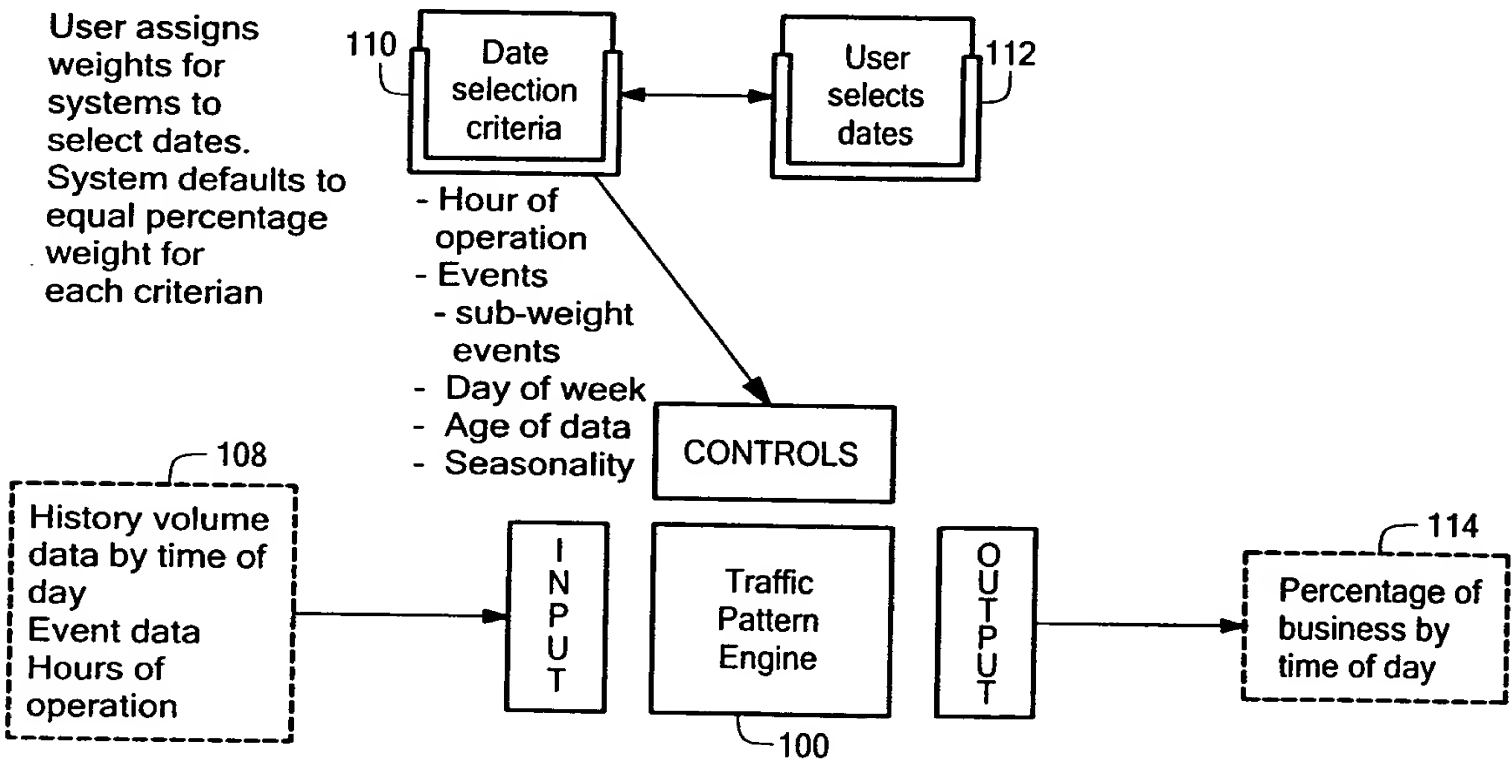


FIG. 17

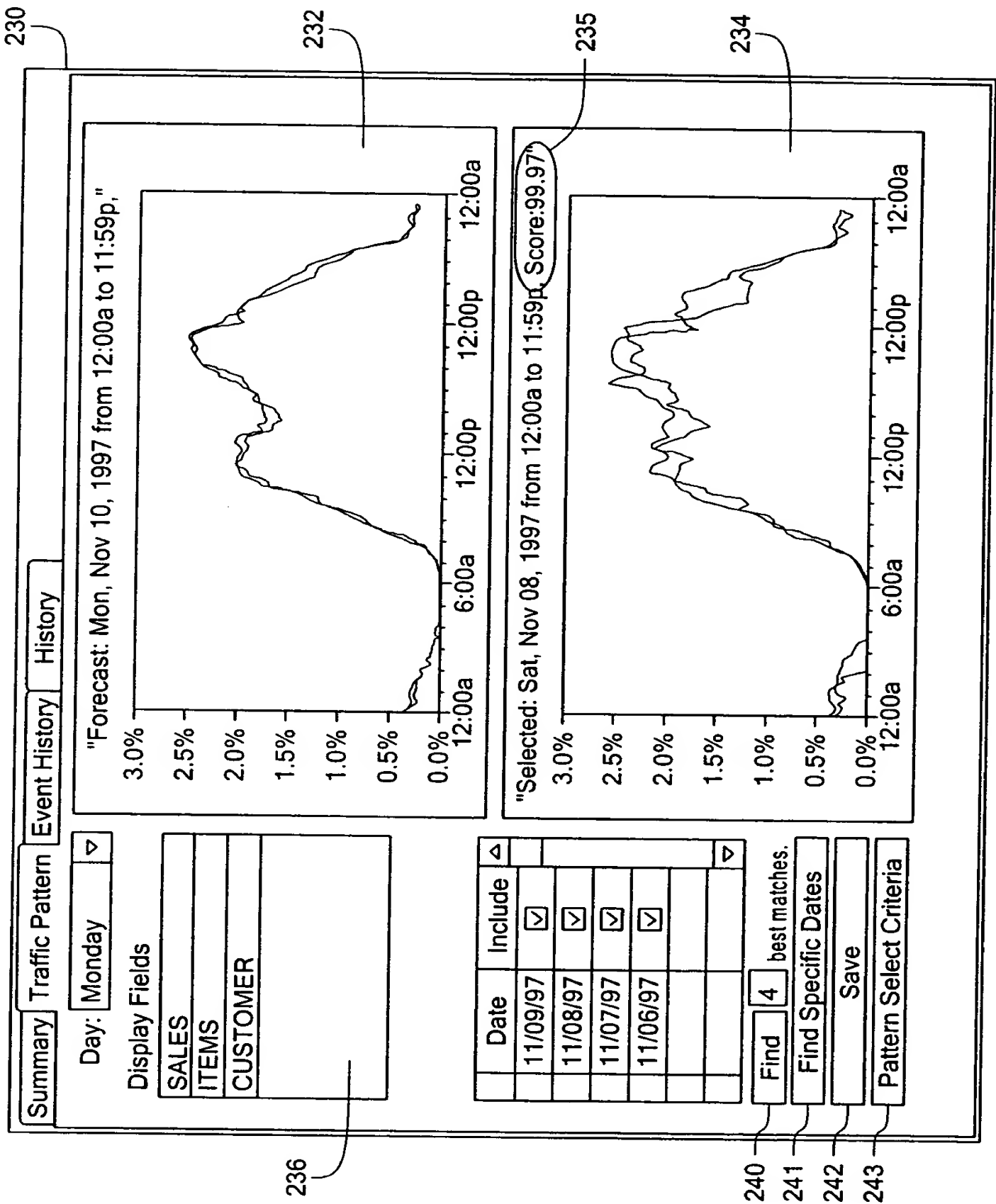


FIG. 18

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Select Specific Dates ✕

1997

	M	T	W	T	F	S	S
SEP	15	16	17	18	19	20	21
	22	23	24	25	26	27	28
	29	30					
OCT			01	02	03	04	05
	06	07	08	09	10	11	12
	13	14	15	16	17	18	19
	20	21	22	23	24	25	26
	27	28	29	30	31		
NOV						01	02
	03	04	05	06	07	08	09
	10	11	12	13	14	15	16
	17	18	19	20	21	22	23
	24	25	26	27	28	29	30

Date
Score

10/27/97	99.79
10/28/97	99.80
10/29/97	99.82
10/30/97	99.83
10/31/97	99.85
11/01/97	99.86
11/02/97	99.88
11/03/97	99.89
11/04/97	99.91
11/05/97	99.92
11/06/97	99.94
11/07/97	99.95
11/08/97	99.97
11/09/97	99.98

OK
Cancel

FIG. 19

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Traffic Pattern Selection Criteria Weighting Factors

262

Same Day of Week

0 %

264

Nearest Day

25 %

266

Event Ratio

75 %

268

Same Open/Close Time

0 %

TOTAL 100 %

OK Cancel Reset

FIG. 20

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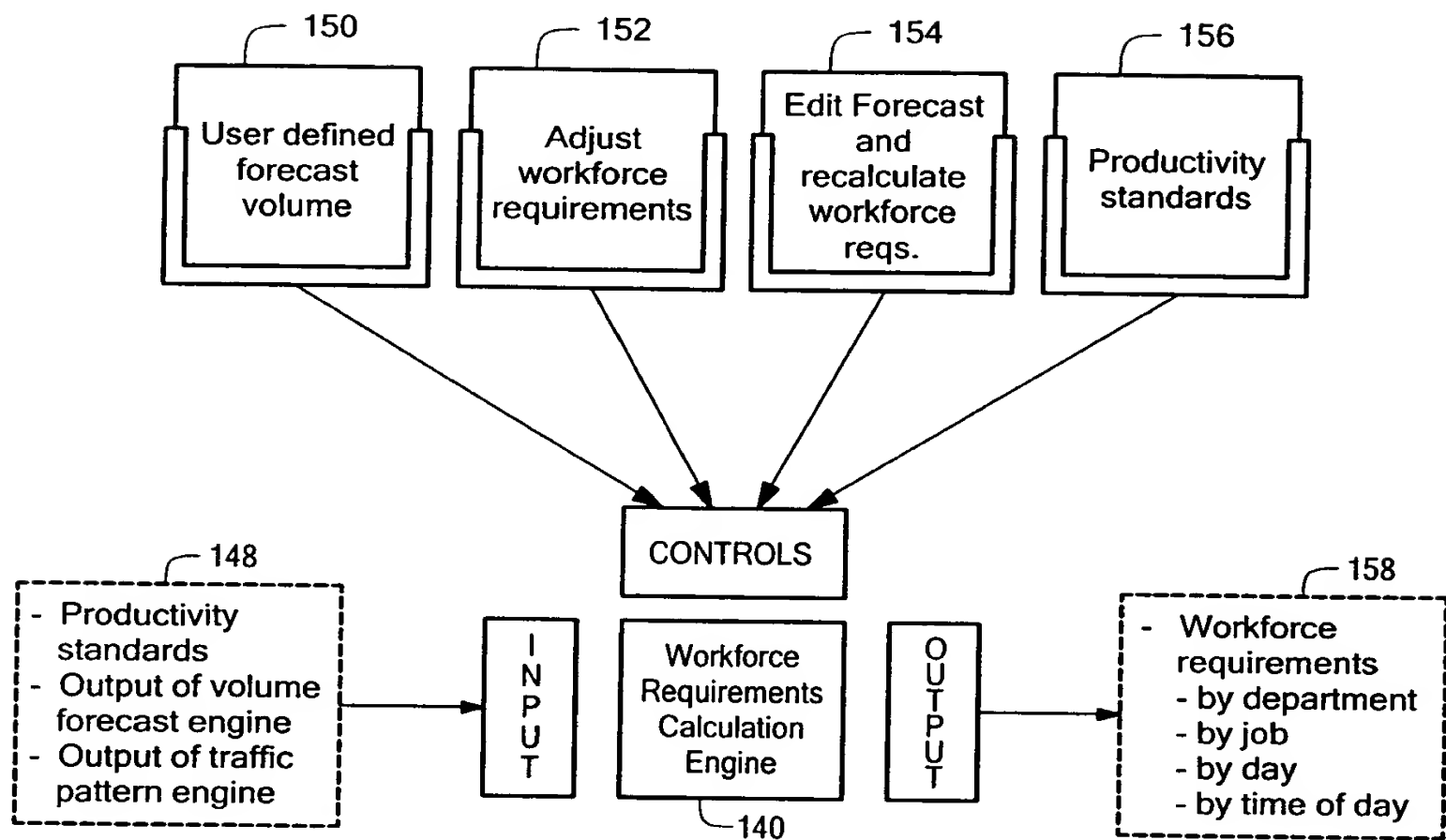


FIG. 21

The screenshot shows a dialog box titled 'User Defined Forecast Values'. It contains a table with columns for dates, 'Training', and 'Inventory'. The table lists data for dates from Mon 11/10 to Mon 11/16, with a 'Total' row at the bottom. All values in the 'Training' and 'Inventory' columns are 0.00. Below the table are three buttons: 'Reset Values to Zero', 'OK', and 'Cancel'. A label '195' points to the right side of the dialog box.

	Training	Inventory
Mon 11/10	0.00	0.00
Mon 11/11	0.00	0.00
Mon 11/12	0.00	0.00
Mon 11/13	0.00	0.00
Mon 11/14	0.00	0.00
Mon 11/15	0.00	0.00
Mon 11/16	0.00	0.00
Total	0.00	0.00

FIG. 22

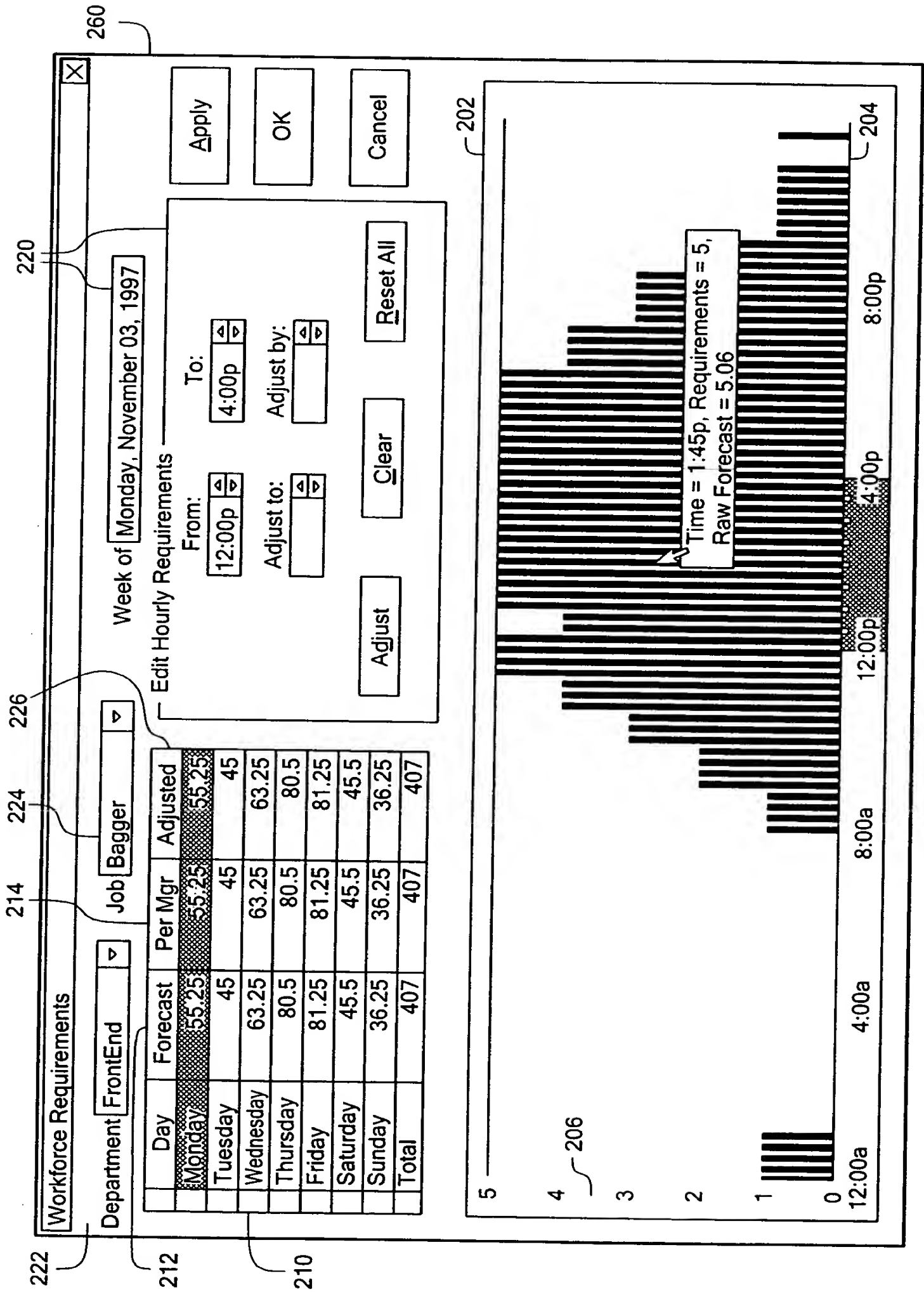


FIG. 23

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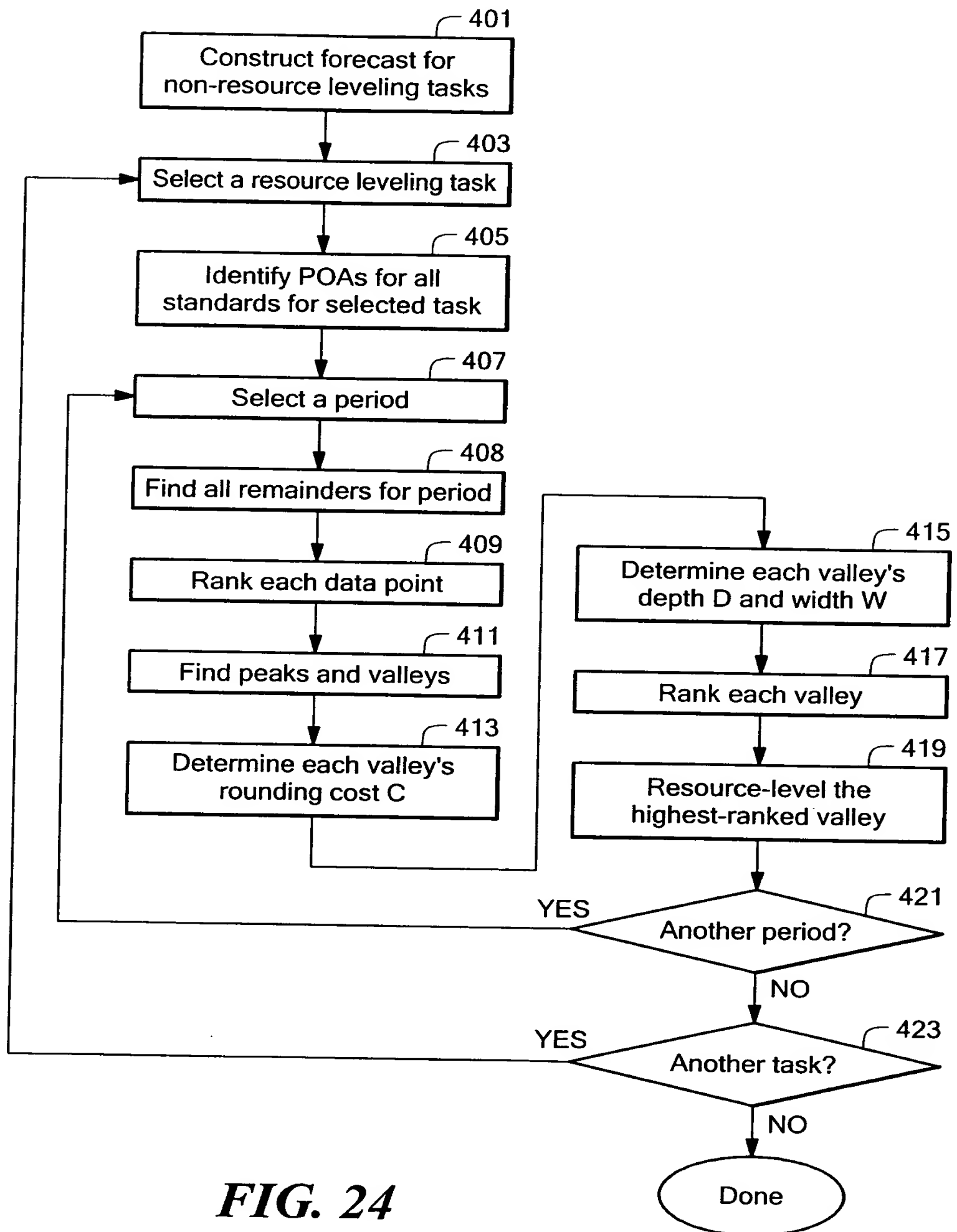


FIG. 24

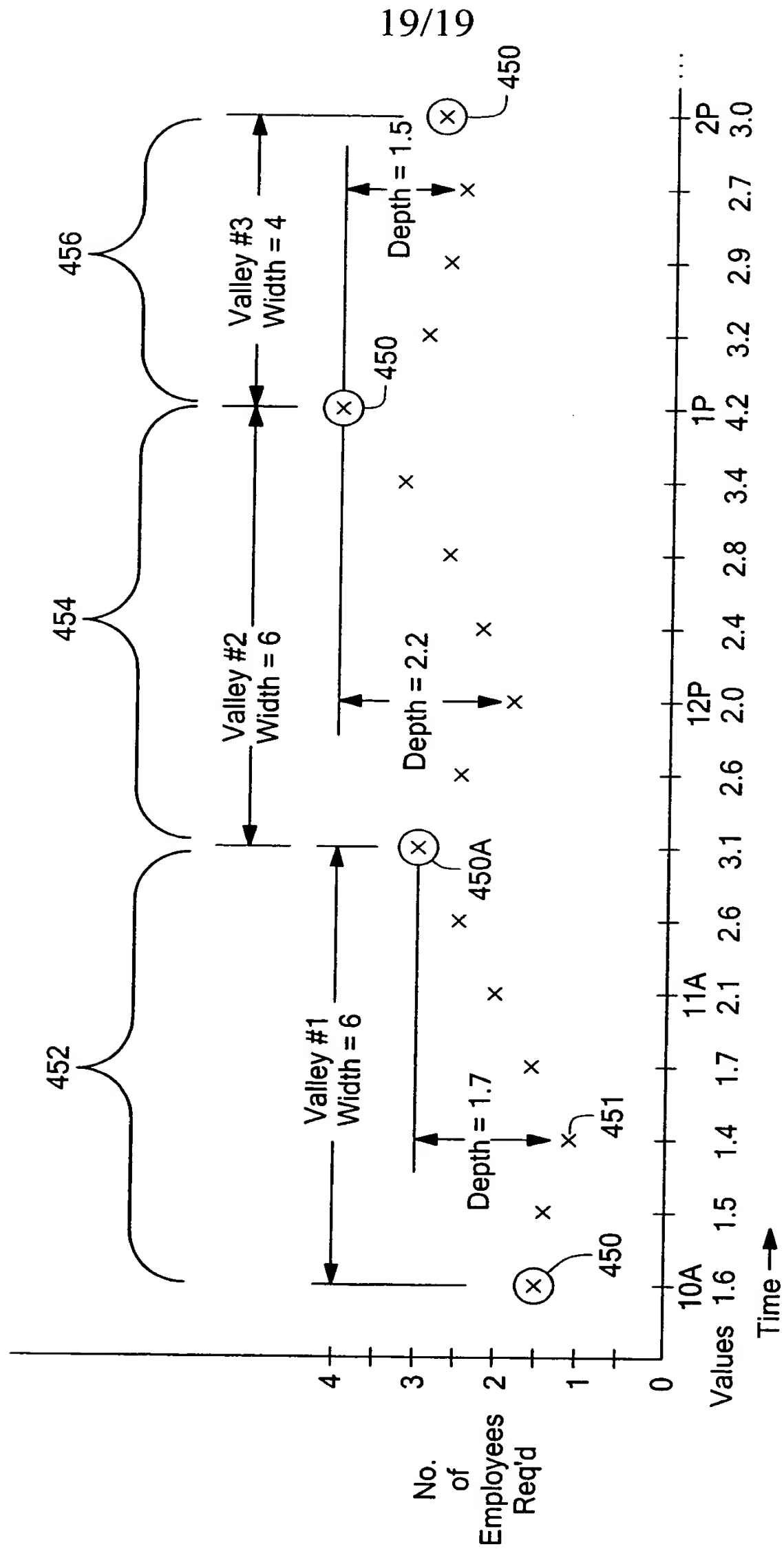


FIG. 25